

LETTERS *from*
a SELF-MADE
MERCHANT
to his SON



Written in Gregg Shorthand

Letters from A Self-Made Merchant To His Son

Being some of the letters written by John Graham, head of the House of Graham & Company, Pork Packers in Chicago, familiarly known on 'Change as "Old Gorgon Graham," to his son, Pierrepont, facetiously known to his intimates as "Piggy."

By

GEORGE HORACE LORIMER

Written in Gregg Shorthand

Revised Edition

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Shorthand Plates Written by
GEORGIE GREGG

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Preface

ONE of the most interesting and helpful books published in recent years is "LETTERS from a SELF-MADE MERCHANT to his son," by *George Horace Lorimer*. We read these letters with much pleasure when they were appearing in serial form and made use of them—as did many other teachers—in giving advanced dictation to shorthand students. They were a welcome relief from the monotony of continuous dictation of business papers and correspondence, and at the same time they enforced many valuable lessons in such a way as to impress them vividly upon the minds of the students. The dictation of something in a lighter vein is desirable occasionally, and for this purpose there could be nothing more suitable than the letters contained in this book.

Recently William Marion Reedy, in an article about the *Saturday Evening Post*, which has been edited by Mr. Lorimer for many years said:

George Horace Lorimer is the world's greatest editor. Lorimer's "Letters from a Self-made Merchant to his Son" is the best piece of pragmatic philosophy since Ben Franklin, who founded the *Saturday Evening Post*.

In issuing this selection of letters from the original book, we we desire to acknowledge our indebtedness to the publishers, Messrs. Small, Maynard and Company, for permission to use a certain number of these letters in this way, and also to the artists, B. Martin Justice and F. R. Gruger, for the use of some of the illustrations.

To those who enjoy reading these letters we heartily commend the complete work, which contains a number of others equally entertaining and helpful.

THE GREGG PUBLISHING COMPANY

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No. 1

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
Harvard University, Cam-
bridge, Mass. Mr. Pierre-
pont has just been settled
by his mother as a mem-
ber, in good and regular
standing, of the Freshman
class.



"Old Doc Hoover asked me right out in Sunday School if I didn't want to be saved."

I

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I am ever your
 affectionate father
 John Jay
 New York
 1790

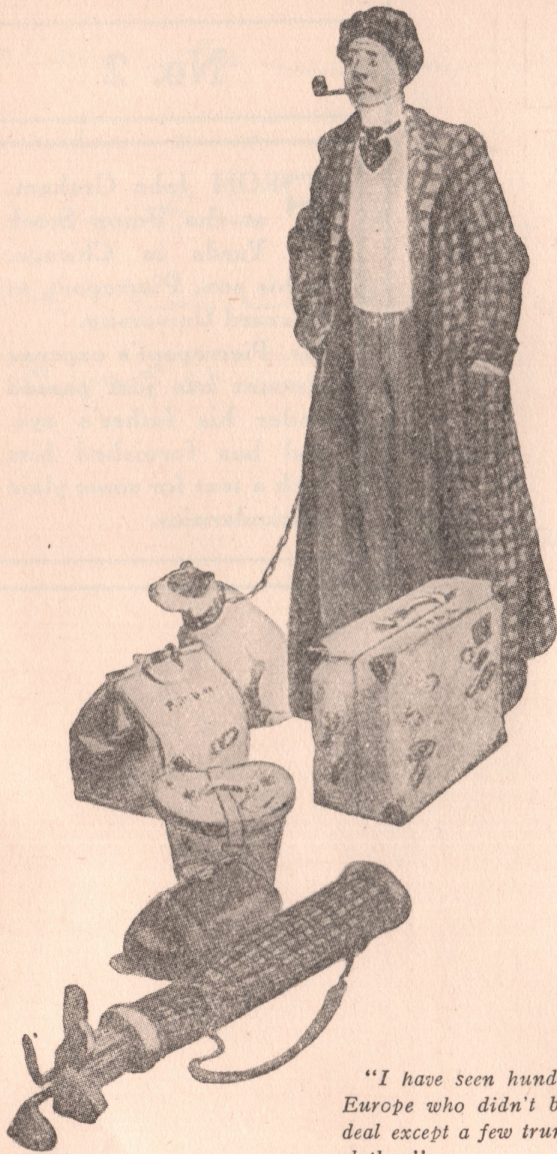
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No. 2

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
Harvard University.
Mr. Pierrepont's expense
account has just passed
under his father's eye,
and has furnished him
with a text for some plain
particularities.



"I have seen hundreds of boys go to Europe who didn't bring back a great deal except a few trunks of badly fitting clothes."

II

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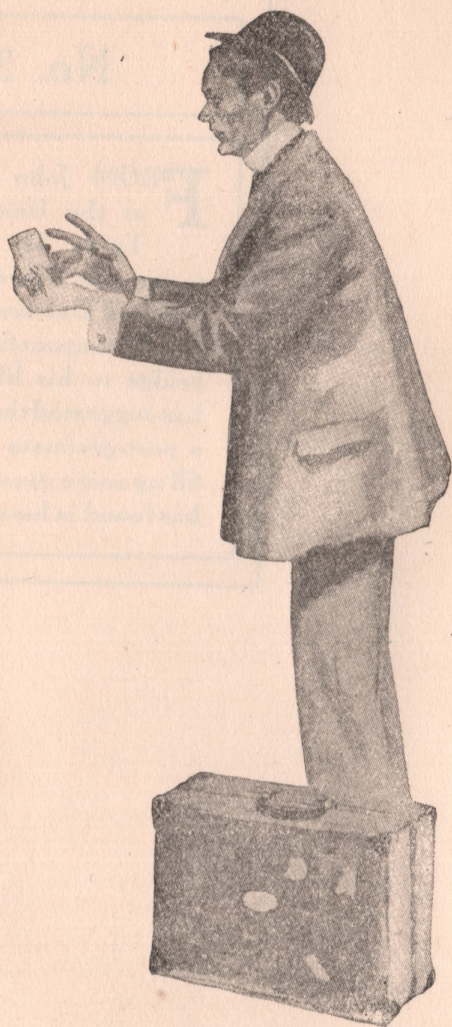
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No. 3

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
Harvard University.
Mr. Pierrepont finds Cam-
bridge to his liking, and
has suggested that he take
a post-graduate course to
fill up some gaps which he
has found in his education.



*"I put Jim Durham out on the
road to introduce a new product."*

III

L₁, 189—

I have been thinking of you
 very much lately. I hope
 you are well and happy. I
 am feeling better now than
 I was some time ago. I
 am still a little weak,
 but I am getting on my feet.
 I hope to see you soon.
 Write me when you have
 a chance. I would like to
 hear from you often.

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No. 4

FROM John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at the Waldorf-Astoria, in New York. Mr. Pierrepont has suggested the grand tour as a proper finish to his education.



*"Old Dick Stover was the worst hand
at procrastinating that I ever saw."*

IV

L 25, 189—

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No. 5

FROM John Graham,
head of the house
of Graham & Co.,
at the Union Stock Yards
in Chicago, to his son,
Pierrepont Graham, at
Lake Moosgatchemawaw-
muc, in the Maine woods.
Mr. Pierrepont has writ-
ten to his father withdraw-
ing his suggestion.



*"Charlie Chase told me he was
President of the Klondike Exploring,
Gold Prospecting and Immigration
Company."*

7, 189-

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Handwritten notes in cursive script, likely representing musical notation or a shorthand system. The notes are arranged in approximately 16 horizontal rows across the page.

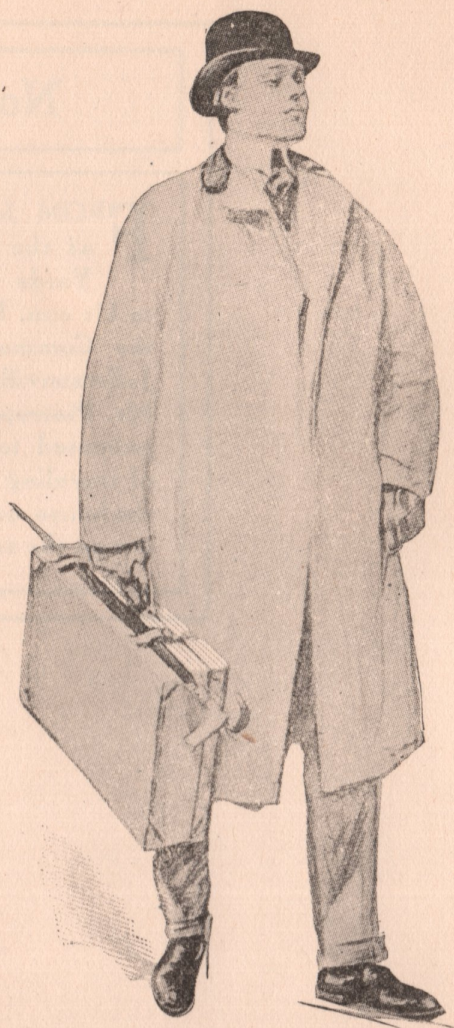
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No. 10

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
the Commercial House,
Jeffersonville, Indiana.
Mr. Pierrepont has been
promoted to the position
of traveling salesman for
the house, and has started
out on the road.



*"You looked so blamed important and
chesty when you started off."*

5 - 1, 189 -

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"I am sorry to hear
 of your illness, but
 I am glad to hear that
 you are now well and
 recovering from it. I
 hope you will be able
 to go on with your
 studies as usual. I
 am sure you will do
 very well. I am
 your father.

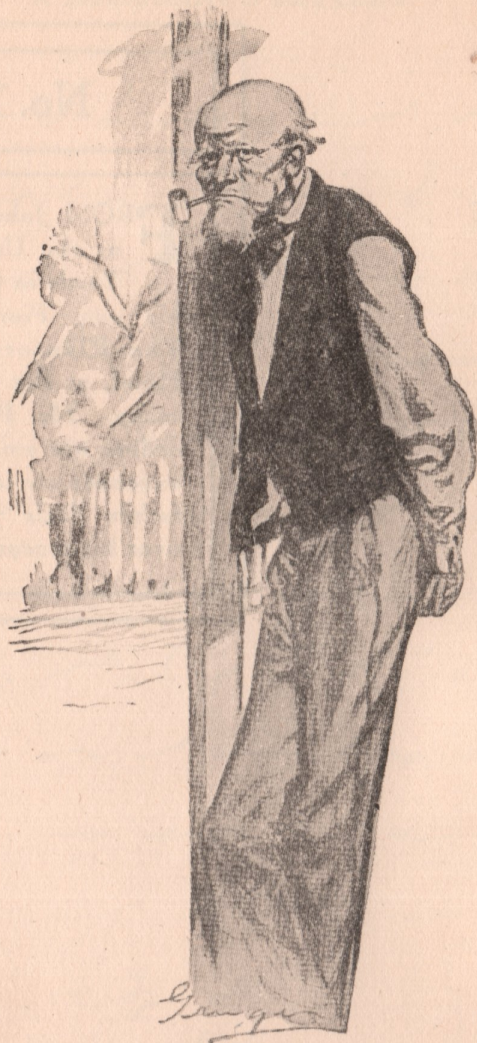
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No. 11

FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Planters' Palace Hotel, at Big Gap, Kentucky. Mr. Pierrepont's orders are small and his expenses are large, so his father feels pessimistic over his prospects.



*"Josh Jenkinson would eat a little
food now and then just to be sociable, but
what he really lived on was tobacco."*

XII

2 C₁₀, 189—

[illegible]

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I have been thinking
 of you very much lately
 and wondering how you
 are getting on. I hope
 you are well and happy
 as usual. I have been
 very busy lately with
 my work, but I have
 managed to find some
 time to write to you.
 I am sure you will
 be glad to hear from
 me. I have been thinking
 of you very much lately
 and wondering how you
 are getting on. I hope
 you are well and happy
 as usual. I have been
 very busy lately with
 my work, but I have
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 I am sure you will
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[illegible]

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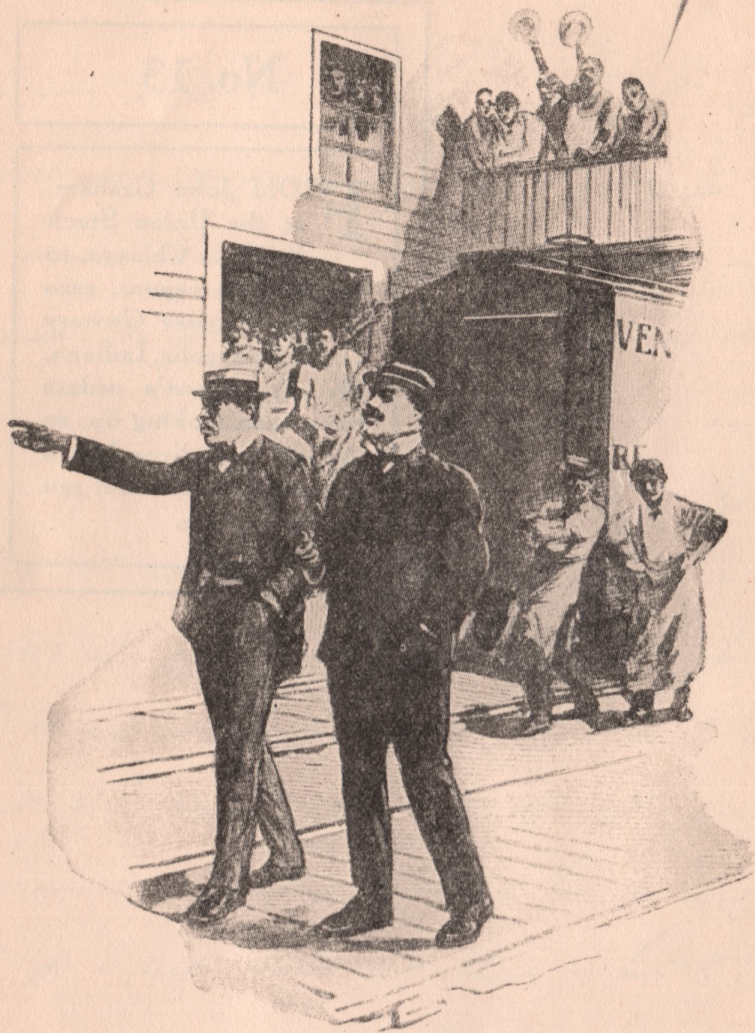
I have the honor to acknowledge
 the receipt of your letter of the
 10th inst. in relation to the
 purchase of the goods of the
 late John A. Smith, and in
 answer to inform you that the
 same have been forwarded to
 you by express of the 15th inst.
 and that the bill of lading
 thereon is enclosed for your
 perusal. I am, Sir, very
 respectfully,

Yours,

J. A.

No. 13

FROM John Graham,
at the Union Stock
Yards in Chicago, to
his son, Pierrepont, care
of The Hoosier Grocery
Co., Indianapolis, Indiana.
Mr. Pierrepont's orders
have been looking up, so
the old man gives him a
pat on the back—but not
too hard a one.



*"When John L. Sullivan went through
the stock yards, it just simply shut down
the plant."*

2 10, 189—

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I am so glad to hear of your
 success in your studies. I hope
 you will continue to improve
 and attain the highest honors.
 I am sure you will, for you
 are a diligent and industrious
 student. I am proud of you
 and hope you will be a great
 man in the future. I am
 your father.

I have been thinking of you
 and of the many things
 which have happened since
 we parted. I have been
 very busy, but I have
 not forgotten you. I have
 been thinking of you and
 of the many things which
 have happened since we
 parted. I have been very
 busy, but I have not
 forgotten you. I have been
 thinking of you and of the
 many things which have
 happened since we parted.

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No. 15

FROM John Graham,
at the Union Stock
Yards in Chicago, to
his son, Pierrepont, at
The Scrub Oaks, Spring
Lake, Michigan. Mr.
Pierrepont has been pro-
moted again, and the old
man sends him a little
advice with his appoint-
ment.



*"A good many salesmen have an idea
that buyers are only interested in funny
stories."*

XV

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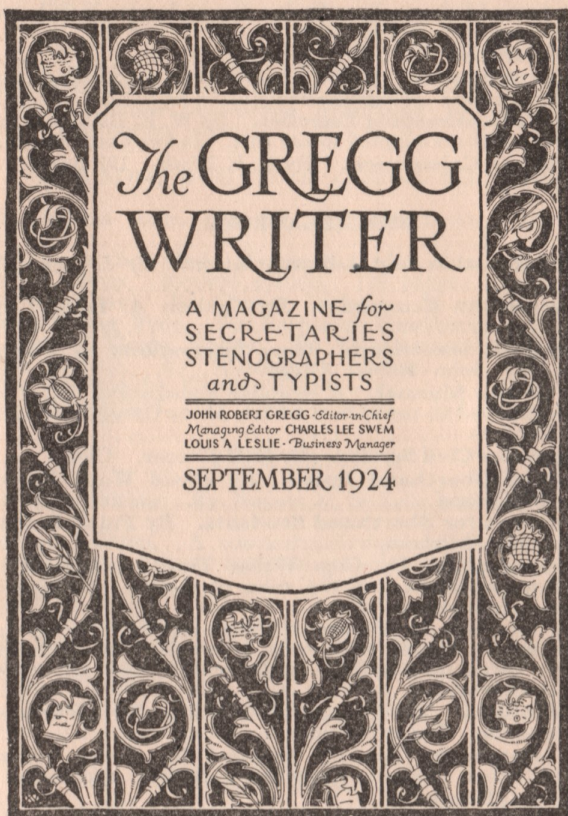
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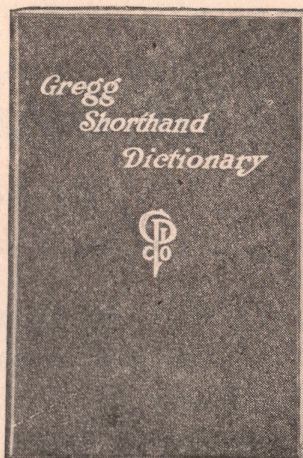
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